



THE JAY MALINA  
INTERNATIONAL TRADE CONSORTIUM



### Message from the ITC Chair:

On behalf of the Mayor, the Chairperson and the Board of County Commissioners, residents, and members of the international trade community, welcome to the Jay Malina International Trade Consortium's (ITC) newsletter, the Miami-Dade Global Trader.

The mission of the ITC is to promote two way international trade through Miami-Dade County. In addition to its skilled multilingual and multicultural human resources Miami-Dade counts on state-of-the-art infrastructure to support global trade through Miami International Airport (MIA) and the Dante B. Fascell Port of Miami. Our communications infrastructure, international banking community, and professionals facilitate trade related activities to meet the demands of the global business environment.

Welcome to the ITC your one-stop-center for all your international trade needs.

### Inside this issue:

Trade Meeting	2
Conferences	2
ITC Activities	2
Caribbean Relief	3
Sister Cities	3
ITC Overview	4
Upcoming Events	4

# THE MIAMI-DADE GLOBAL TRADER

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## Miami-Dade's Top Trading Partners

The new trade numbers of South Florida's top 100 trading partners have been released and our new total trade value has increased from \$49.7 billion in 2002 to \$52.2 billion in 2003. While our exports remain about the same, the imports grew from \$23.3 billion to \$25.9 billion.

Our top five trading partners have remained the same, led by Brazil (\$7,098) and the Dominican Republic (\$4,173). However, Honduras (\$3,355 in 2002) lost its third position and fell back to fifth for 2003 with a total trade of \$3,180. Third place is held by Costa Rica who increased \$439 million for a total of \$3,630 in 2003. Fourth place is held by Colombia, which increased \$629 million from its last year's fifth position for a total of \$3,279 in trade value.

Our Caribbean neighbors held similar positions last year with Bahamas (#19-2003, #20-2002) leading the region with an increase of \$48 million for a total trade value of \$750 million. All the countries increased their

trade with South Florida except for Jamaica which lost \$50 million and fell to #22 from last year's #19 for a total trade of \$687 million, and French Guiana who last year was #84 and fell to #96 with a trade decrease of \$6 million, bringing it to a total trade value in '03 of \$8 million.

In South America, Venezuela decreased trade by \$630 million to fall from #6 in 2002 to #9 in 2003 with a total value of \$1,533 million, but Colombia saw an increase of \$629 million and moved up one slot to #4 for a total trade of \$3,279 million. Argentina (#15 in 2003) saw an increase of \$282 million for a total of \$1,021 million and Uruguay (#35 in 2003) increased as well by \$82 million and had a total of \$244 million.

In the continent of Africa, South Africa leads (#55 in 2003) with an increase of \$9 million for a total of \$91 million. While most of the African countries, Nigeria, Algeria, Kenya, and Congo (Brazzaville) are still trading with South Florida, one exception is Cameroon (#68 in 2002 with a trade value of \$41

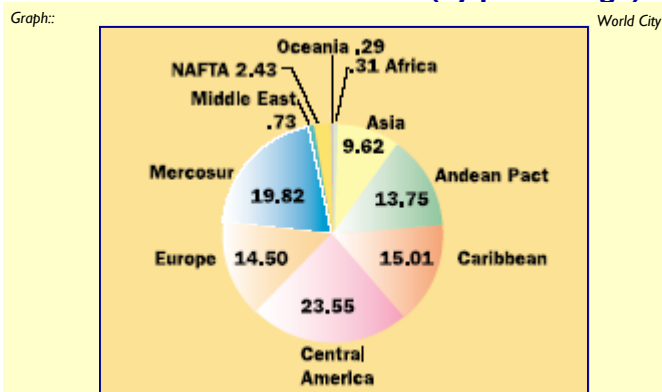
million. A new partner in Africa is Namibia, #94 in 2003 with a total trade value of \$9 million.

In Europe the largest trade increase was from Spain (#12 in 2003) by \$668 million for a total of \$1,227 million. Most other countries increased in trade and held similar position to that of last year. However, an exception is the United Kingdom (#11 in 2003) which had a decrease of \$110 million for a total of \$1,297 million. Other countries with slight decreases but keeping similar rankings were Italy, Ireland, Finland and Greece. New partners in Europe include Monaco (#72 in 2003) with \$39 million, Slovakia (#99 in 2003) and Latvia (#100 in 2003) each with a total \$8 million.

In the Asia/Middle East/Oceania region mainland China (#7 in 2003) leads with an increase of \$529 million and a total of \$1,965 million. Following in ranking is Japan which holds #20 but had a slight decrease of \$17 million for a total of \$742 million. Other countries such as New Zealand, the Philippines, Indonesia, Hong Kong, Singapore, Israel, and Bangladesh had small decreases with the exception of Egypt (#61 in 2002) who lost \$32 million in trade and fell to #77 for a total of \$26 million. Partners that no longer trade with South Florida in the region are Sri Lanka (#86 in 2002), Oman (#91 in 2002) and Mongolia (#96 in 2002). However, a new trading partner has emerged in this region and is Lebanon (#98 in 2003) with a total trade value of \$8 million.

For more information visit our website at <http://www.miamidade.gov/ITC/>

### South Florida's Total Trade (by percentage)



## Workshop for Trade Commissioners in South Florida



**ITC Executive Director Manny Gonzalez and Trade Commissioners in ITC's Workshop. They learned how to use ITC's extensive database to increase commerce with South Florida.**

The International Trade Consortium (ITC), held a training workshop in the Stephen P. Clark Building for the Trade Commissioners of South Florida. The purpose of this workshop was to showcase ITC's database and how it can be used as a great tool to provide useful information on the businesses of Miami-Dade County.

The event was attended by approximately fifteen trade commissioners who are based in South Florida and represent countries of Europe, the Carib-

bean and Latin America.

The guest speaker was Mr. Rob Gilmore, co-founder and chief executive officer of Indigo Key, an application service provider (ASP) which hosts and manages ITC's database. Mr. Gilmore presented the capabilities and functions of the database. He explained how it can be used to provide services such as: business matchmaking, information on companies, sectors, industries or country's import/export data.

ITC's database is currently composed of 22,000 businesses in Miami-Dade County. It's continuously expanded and updated on an ongoing basis. Requests for information from the database are to be submitted to ITC.



**ITC Board Member Rafael Diaz-Balart participated in workshop.**

### Miami-Dade's Top Trading Partners by Region:

#### The Americas

Rank	Country
1.	Brazil
2.	Dominican Republic
3.	Costa

#### Europe

Rank	Country
11.	United Kingdom
12.	Spain
13.	Italy

#### Asia/Middle East/Oceania

Rank	Country
7.	China (mainland)
20.	Japan
25.	Taiwan

#### Africa

Rank	Country
55.	South Africa
83.	Nigeria
86.	Algeria

## ITC's Sponsored Conferences

### Americas Linkage Conference

The Americas Linkage Conference coordinated by the Greater Miami Chamber of Commerce (GMCC) was recently held at the Radisson Hotel in Miami. Over 200 participants attended, with more than 120 coming from international destinations. The conference intended to facilitate business between Florida service providers and executives from Latin America, Brazil and the Caribbean. ITC was an exhibi-

tor during this conference and showcased Miami-Dade County as the "Gateway to the Americas" and a One Stop International Business Center.

### First International Congress

#### About Governing

The First International Congress About Governing was held from October 20<sup>th</sup> to the 22<sup>nd</sup> at Miami Beach. The conference was coordinated by the Institute for Political Communication (ICP) and sponsored among others by Microsoft,

FTAA, The Jay Malina International Trade Consortium of Miami-Dade County (ITC), Miami Beach Latin Chamber of Commerce, and FIU. A group of more than 48 speakers, panelists and moderators participated during the three days of conference. Among the group of distinguished speakers were former presidents of Latin America such as, former President Billy Ford from Panama and former President Francisco Flores from El Salvador.

## ITC's Program Activities

\*The Greater Miami Convention & Visitors Bureau Annual Meeting was held on Thursday October 28, 2004 at the American Airlines Arena in downtown Miami. ITC bought a table and some Board members attended the event. The president of the GMCVB Mr. Bill Talbert reported that the bureau had a record breaking year. The bureau booked 500 conventions, generating \$260 million for the local economy.

\*The U.S. - China Business Forum was held on October 27, 2004 at the Miami Free Zone. The event was hosted and sponsored by the U.S. Chamber of Commerce's Trade Roots Program, World Trade Center Miami, Jay Malina International Trade Consortium and the FedEx Corporation. The half-day program was organized to discuss the many issues that American small and mid-sized companies need to know about conducting and

exploring business opportunities in China.

## Caribbean Relief Effort

On October 28th, the Miami-Dade County Commission Chair, Dr. Barbara Carey-Shuler along with Commissioner Jose "Pepe" Diaz, Chair of the Jay Malina International Trade Consortium (ITC), Commissioner Rebeca Sosa, Commissioner Dorrin Rolle and the Consul Generals of several Caribbean countries (Bahamas, Dominican Republic, Grenada, Haiti and Jamaica) came together to thank Miami-Dade residents and corporate partners for their support of the Caribbean Relief Effort activities. The ceremony took place at the Port of Miami and the Commissioners were later invited to the Seaboard Marine shipyard to witness loading of the last container of donated goods before shipment to Haiti.

Dr. Barbara Carey-Shuler and members of the Board of County Commissioners launched in previous months a countywide relief effort labeled "Mission of Hope," urging residents of Miami-Dade to help our Caribbean neighbors with the damage caused by hurricanes and devastating storms. Collection centers were established throughout the county

and approximately 231,482 pounds of relief supplies were collected. The corporate partners volunteered the transportation of the donated goods to the affected countries and throughout the month of October, relief supplies were shipped to Haiti, Dominican Republic, Bahamas, Grenada and Jamaica.

In addition, County Commissioners also contributed more than \$100,000 from their office budget to purchase much needed supplies.



**Miami-Dade County Commission Chair Dr. Barbara Carey-Shuler, Commissioner Jose "Pepe" Diaz (ITC Chairman), Commissioner Rebeca Sosa and Commissioner Dorin Rolle thanking the volunteers for their work during the Caribbean Relief Effort. The "Mission of Hope" helped thousands of hurricane victims in Haiti, Dominican Republic, Bahamas, Grenada and Jamaica.**

*Photos: Port of Miami*



**Consul Generals of several Caribbean countries (Bahamas, Dominican Republic, Grenada, Haiti and Jamaica) came together to thank Miami-Dade residents and corporate partners for their support of the Caribbean Relief Effort.**



**Corporate Sponsors receive recognition for their support.**



**The last container being loaded onto the ship headed for victims of the hurricane in Haiti.**

## Miami-Dade County Signs Sister Cities Agreement with St. Kitts and Nevis

Miami-Dade County Commissioner, Jose "Pepe" Diaz, chairman of the Jay Malina International Trade Consortium (ITC), recently welcomed on behalf of the Mayor of Miami-Dade County, the Prime Minister of St. Kitts and Nevis, the Hon. Dr. Denzil L. Douglas.

Prime Minister Douglas visited Miami to sign an agreement establishing a sister cities relationship between the islands of St. Kitts and Nevis in the Caribbean and Miami-Dade

County. Commissioner Diaz, on behalf of the Mayor and members of the Board of County Commissioners, represented the County at the signing ceremony. The ceremony took place at the 21st Independence Anniversary Dinner held by the St. Kitts and Nevis Association of Florida. Prime Minister Douglas was a guest speaker at the dinner.

Miami-Dade County has established many sister cities relationships with cities in

South America, Central America, the Caribbean, Europe, and Asia. Throughout the years, the program has developed innovative projects, which have furthered international cooperation and understanding between Miami-Dade County and our respective sister cities. Miami-Dade's Sister Cities program has helped to promote Miami-Dade's position as the Gateway to the Americas.



**Miami-Dade County Commissioner and ITC Chair Jose "Pepe" Diaz welcomes The Honorable Dr. Denzil L. Douglas, Prime Minister of St. Kitts and Nevis.**





THE JAY MALINA  
INTERNATIONAL TRADE CONSORTIUM  
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Were on the Web!  
<http://www.MiamiDade.gov/ITC>



## "Miami-Dade County's Official Agency for International Trade..."

### ITC Programs

#### Incoming Trade Missions:

As the premier support center of the County's global trade efforts, the International Trade Consortium provides in-coming trade missions with valuable information about trade resources and opportunities.

#### Outgoing Trade Missions:

#### **Air Cargo and Route Development Missions**

The International Trade Consortium and Miami International Airport (MIA) collaborate on a program designed to encourage new direct air service into Miami International Airport to stimulate passenger and cargo traffic.

#### **Third -Party Outgoing Missions:**

The International Trade Consortium supports missions organized by third-parties that promote Florida-traded products. Missions with strategic significance may be certified by the International Trade Consortium as an official Miami-Dade County mission.

#### The Caribbean Trade Initiative (CTI) Program

In recognition of the proximity and tremendous trade relationship among the CBI nations and Miami-Dade County, the International Trade Consortium established the Caribbean Trade Initiative program to increase two-way merchandise trade between Miami-Dade County and the Caribbean., promote the resources and services offered through the International Trade Consortium to the general Caribbean business community, promote greater interaction with the Caribbean business community through networking and matchmaking.

## ANNOUNCEMENTS

The Jay Malina International Trade Consortium of Miami-Dade County is accepting applications for supporting incoming and outgoing trade missions. Under this mission program, qualifying entities will be eligible to receive up to \$1500 for incoming missions and up to \$2500 for outgoing missions, subject to the availability of funds. The primary objective for the mission must be to develop trade relationships which foster of facilitate the trade of products, goods and/or the sourcing representation through agents, distributors and joint ventures. In order to qualify for funding, entities must first complete a certification application for their mission and the certification must be approved by the Consortium prior to undertaking the mission. For further information contact: Mr. Jimmy Nares at Tel. 305-375-4626, fax 305-679-7895, or e-mail at [nares@miamidade.gov](mailto:nares@miamidade.gov)

## UPCOMING EVENTS

**Nov. 18 :**  
**SISTER CITIES COORDINATING COUNCIL Meeting** (4:30pm)  
Biltmore Hotel, Conf. Room 470  
Contact: Mayda Rescendi  
Tel: 305-375-5280

**Nov. 28- Dec. 4 :**  
**CARIBBEAN LATIN AMERICAN ACTION**  
Hotel Intercontinental - Miami  
Contact: Anton Edmunds,  
Deputy Director  
Tel: [1] (202) 466-7464  
Fax: [1] (202) 822-0075

**Nov. 30 :**  
**BOARD OF COUNTY COMMISSION MEETING**  
SPCC, 111 N.W. 1st Street  
2nd Floor  
Commission Chambers

**Dec. 1 :**  
**U.S./Chile: Free Trade Agreement -**

**One Year Update**  
FIU Graham Center (East Ballroom)  
11200 S.W. 8th Street, Miami  
Contact: ITC (305) 375-5808

**Dec. 1-5:**  
**ART BASEL**  
Miami Beach Convention Center  
Contact: Annette Schonholzer  
Tel: [011] [41] [58] 206-2758  
Fax: [011] [41] [58] 206-3132  
[www.artbaselmiami.com](http://www.artbaselmiami.com)

**Dec. 2:**  
**MAYOR'S AFRICAN TRADE TASK FORCE Meeting—**  
SPCC, 111 N.W. 1st Street  
Conference Room 29-a  
Contact: Jeannette Dominguez  
Tel: 305-375-5808

**Dec. 2-5:**  
**VII AMERICAS FOOD & BEVERAGE SHOW / WINE & SPIRITS EXPO OF THE AMERICAS**

Miami Beach Convention Center  
Contact: Ben Neji  
Tel: (305) 871-7910  
Fax: (305) 871-7904  
[www.americasfoodandbeverage.com](http://www.americasfoodandbeverage.com)  
[www.wineexpooftheamericas.com](http://www.wineexpooftheamericas.com)

**Dec. 6-8:**  
**CCAA 28th MIAMI CONFERENCE ON THE CARIBBEAN BASIN**  
Intercontinental Hotel—Miami  
Contact: Sara Scarbro  
[sscarbro@c-caa.org](mailto:sscarbro@c-caa.org)  
[www.c-caa.org](http://www.c-caa.org)

**Please note that dates are subject to change.**

**To announce up coming event please call (305) 375-1660.**